

FRANCHISE - REVENUE & PIPELINE SUMMARY
AS OF 12-NOV-2002
EUROS IN '000'S
GLOBAL MEDIA (1)

PRODUCT	Oct Franchise Revenue	YTD(Oct) Franchise Revenue	Prior YTD Franchise Revenue	BW PRIOR YTD Franchise Revenue	Nov Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	End Of Cur Year Probability Weighted Pipeline	2002 Full Year Forecast	2002 Full Year Plan	BW 2002 Full Year Plan	Future Year Pipeline(2)	Future Year Pipeline Probability Weighted(2)
M&A	431	29,452	20,714	8,738	-	3,289	1,324	30,776	49,000	(18,224)	108,339	13,568
Other Advisory	431	29,452	20,714	8,738	-	3,289	1,324	30,776	49,000	(18,224)	108,339	13,568
Total Advisory	-	-	-	-	-	-	-	-	-	-	-	-
ABL Origination	5,012	21,034	12,816	6,218	(3)	-	-	21,031	14,000	7,031	24,078	9,442
HYCM	1,859	15,106	12,115	2,992	-	66,241	32,087	47,204	14,000	33,204	5,995	1,499
Leverage Loan Fees	-	-	-	-	-	-	-	-	-	-	-	-
Project Finance	-	-	-	-	-	-	-	-	-	-	-	-
Leveraged Portfolio Revenue	-	-	-	-	-	-	-	-	-	-	-	-
Real Estate Investment Banking	-	-	-	-	-	-	-	-	-	-	-	-
Total Debt Products	6,968	36,142	24,931	11,211	(3)	66,241	32,097	68,238	28,000	40,236	31,072	10,940
Equity Underwriting	5,426	34,017	37,144	(3,127)	-	6,746	-	34,017	-	34,017	51,982	6,498
Private Placement-Equity	-	808	84	824	-	-	-	908	-	908	-	-
Structured Equity Transactions Group	-	-	-	-	-	-	-	-	-	-	-	-
Total Equity	5,426	34,825	37,227	(2,303)	-	6,746	-	34,925	49,000	(14,076)	51,982	6,498
Capital Benefit / Treasury Allocation	-	-	-	-	-	-	-	-	-	-	-	-
Other Global Markets	-	-	-	-	-	-	-	-	-	-	-	-
GM DCM JV	-	2,856	15,705	(12,848)	-	1,000	-	2,856	-	2,856	-	-
Legacy PF / Telecom / LA Portfolio - NIM	-	-	2,683	(2,683)	-	-	-	-	-	-	-	-
Principal Investing / PE Exceptions / Other	(59)	3,211	(849)	4,060	-	-	-	-	-	-	-	-
Total Legacy Portfolios / Cross Selling / Other	(59)	6,067	17,539	(11,472)	-	1,000	-	3,211	14,000	(7,933)	-	-
Total Corporate Finance Product	12,785	108,585	100,411	6,174	(3)	77,287	33,421	140,003	140,000	3	189,393	31,405

Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
- 2) Balance of Pipeline includes all future years

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FRANCHISE - REVENUE BY DEAL
AS OF: 12 NOV 2002
EUROS IN 000'S
GLOBAL MEDIA

PRODUCT	DEAL	Franchise Revenue Oct	Franchise Revenue YTD(Oct)	Franchise Revenue Nov	Other Coverage Groups
	Albritton Communications - General Advisory (News Ch 8) (D020686)	-	111	-	NA Lev Fin
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	-	2,663	-	EUR TELE, NA TELE
	Aurora Communications - general advisory (D012858)	-	1,032	-	None
	Bertelsmann - Project Rock / Rock.. (D014619)	-	2,010	-	None
	Echostar - acqn advisory and financing (GIM - HE) (D014601)	-	(145)	-	NA Lev Fin
	Echostar - General Advisory (Vivendi) (D016541)	-	8,686	-	None
	FinInvest - valuations (Focus) / Focus (ex-Slimfast) (D016069)	-	250	-	ITALY
	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	-	2,367	-	EUR TECH, Rus. & Turk.
	Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714)	-	89	-	Oth. Eur., PORTUGAL
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus. (D022235)	24	30	-	EUR TECH, FRANCE
	Johnston Press - Acqn advisory for RIM / Pacific. (D014213)	-	2,188	-	UK
	Landmark Communications - general advisory/Retainer 2001-02) (D014724)	-	203	-	None
	Liberty Media - Acqn opportunities in Europe (D016262)	-	244	-	EUR SPON, EUR TELE
	ProSieben - merger advisory with Kirch Media (Pit Concordia) / Concord (D014982)	-	750	-	EUR TECH
	Scientific Atlanta - acquisition of Barconet-Project Baseball / Basebal (D013401)	-	1,524	-	EUR TECH
	Spectrasite Holdings - Fairness Opinion (SBC) (D022702)	-	533	-	NA FIN SPO
	StoryFirst - valuation of Russian assets (D025060)	-	382	-	None
	SuperRadio - general advisory (D000577)	297	297	-	None
	TIM Brazil - Project Eiffel/Phase 1 (strategic alliance) / Eiffel - 1. (D014121)	-	1,578	-	EUR TELE, ITALY, LA
	TMP Worldwide - Project University / University 1 (D013407)	-	3,408	-	None
	TPI - Project Zamora (Latin American Acquisitions) / Zamora.. (D993871)	110	110	-	IBERIA
	Tribune Co. - general advisory (radio assets) (D002234)	-	1,086	-	None
	TV Globo - Project Waves / Waves ... (D013628)	-	89	-	LA
	Total M&A	431	29,452	-	
	Total Advisory	431	29,452	-	
	Adelphia Communications - HY Offering (2Q 01) (D013200)	-	68	-	NA TELE
	AMC Entertainment - acq financing for General Cinema (D013398)	-	462	-	NA FIN SPO
	Carlyle/Welsh- acq fnog for Qwest Dex East (Phase 1) / Phase I (D023503)	4,769	4,769	(3)	NA FIN SPO, NA Lev Fin
	Echostar - HY offering (Hughes Electronics) (D016727)	-	(538)	-	NA Lev Fin
	Enterecom Communications - HY offering (1Q 02) (D020688)	-	1,152	-	NA Lev Fin
	Galaxy Latin America - HY bond offering (1Q 01) (D002033)	-	1,505	-	LA
	Gray Television - HY offering (4Q 02) (D025884)	-	386	-	NA Lev Fin
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	-	5,480	-	NA FIN SPO, NA Lev Fin
	NextMedia Group - HY offering (2Q 01) (D013233)	-	(89)	-	None
	ProSieben - HY and debt refinancing (D022609)	-	5,333	-	EUR SPON

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FRANCHISE - REVENUE BY DEAL

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EUROS IN 000'S

GLOBAL MEDIA

PRODUCT	DEAL	Franchise Revenue Oct	Franchise Revenue YTD(Oct)	Franchise Revenue Nov	Other Coverage Groups
	Radio One - HY offering (2Q 01) (D012201)	-	(6)	-	None
	Sinclair Broadcast Group - \$125mm add-on - Q4 02 (D026013)	243	243	-	None
	Sinclair Broadcasting - HY offering (1Q 02) (D021370)	-	536	-	None
	Sinclair Broadcasting - HY Offering (4Q 01) (D016235)	-	1,206	-	None
	Young Broadcasting - HY Offering (4Q 01) (D014961)	-	527	-	None
Total HYCM		5,012	21,034	(3)	
	Gray Television - bank/equity financing (4Q 02) (D022657)	1,297	1,297	-	NA Lev Fin
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	-	5,960	-	NA FIN SPO, NA Lev Fin
	Johnston Press - £680mm debt financing for RIM acquisition / Jupiter - (D014834)	-	1,980	-	EUR SPON, UK
	Kerasco Theaters - Bank Financing (3Q 02) (D021256)	659	659	-	None
	Loews Cineplex Entertainment - exit financing (1Q 02) (D016576)	-	1,930	-	NA FIN SPO, NA Lev Fin
	ProSieben - HY and debt refinancing (D022609)	-	1,712	-	EUR SPON, GERMANY
	TF1 - EUR 350mm refinancing - July 2002 (D022100)	-	151	-	None
	Vivendi Universal Entertainment - Refinancing (D025558)	-	1,125	-	EUR SPON
	Yell - US\$40mm financing for acqn of Moleod Publishing (D020465)	-	292	-	EUR SPON
Total Leverage Loan Fees		1,956	15,108	-	
Total Debt Products		6,968	36,142	(3)	
	Cumulus Media - secondary offering (2Q 02) (D022916)	-	5,134	-	None
	Digital River - block trade (4Q 01) (D016304)	-	85	-	None
	Emmis Communications - Block Trade (2Q 02) (D021959)	-	2,206	-	None
	Entercom Communications - secondary offering (1Q 02) (D020128)	-	4,553	-	None
	Gray Television - bank/equity financing (4Q 02) (D022657)	5,272	5,272	-	NA Lev Fin
	Ikon Office Solutions - convertible offering (2Q 02) (D020657)	-	5,025	-	None
	Internet Capital Group - IPO (D990806)	-	296	-	EUR TECH, NA CON
	JCDecaux - IPO (project Fox) / Fox (D004897)	-	(1,629)	-	None
	Johnston Press - rights issue for acqn of RIM (D022644)	-	1,649	-	UK
	Leap Frog Enterprises - IPO financing (D016309)	45	688	-	NA CON, NA FIN SPO
	LIN Television - IPO (D020127)	-	10,033	-	NA FIN SPO
	MediaNation - HK\$445.6mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	-	(4,721)	-	CHINA, NA FIN SPO, ASIA SPON
	Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091)	109	3,747	-	FRANCE
	Radio One - Secondary Offering (2Q 02) (D021881)	-	917	-	None
	XM Satellite Radio - secondary offering (2Q 02) (D022418)	-	761	-	NA FIN SPO
Total Equity Underwriting		5,426	34,017	-	
	Beam Broadcasting-Warrant Income Realized/Unrealized (M1590)	-	(0)	-	None

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PRODUCT	DEAL	Franchise Revenue Oct	Franchise Revenue YTD(Oct)	Franchise Revenue Nov	Other Coverage Groups
	iBeam mltm (M1574)	-	(1)	-	None
	iBiquity Digital - Private Placement (Q2 02) (D0213707)	-	749	-	NA P PLMT
	SONICblue - equity private placement (2Q 02) (D021165)	-	160	-	NA P PLMT
Total Private Placement-Equity		-	908	-	
Total Equity		5,426	34,925	-	
	AOL Time Warner Inc. - IG Bond (M3404)	-	141	-	None
	Pitney Bowes - IG offering (3Q 02) (D0261114)	-	845	-	None
	Scholastic Corp - IG offering (1Q 02) (D020146)	-	133	-	None
	Viacom - IG offering (3Q 02) (D025676)	-	657	-	None
	Walt Disney - \$450mm - IG Bond (D024828)	-	86	-	None
	Walt Disney - IG Bond (M3182)	-	995	-	None
Total GM DCM JV		-	2,856	-	
	Bertelsmann - USD 1,450 bn syndicated loan facility - Jan02 (D023640)	-	4,191	-	None
	Comcast Cable - Strategic Lending Contract (M2222)	-	(355)	-	None
	Infinity Broadcasting - Strategic Lending Contract (M2221)	(59)	(624)	-	None
	Unallocated Event (***)	-	(1)	-	None
Total Principal Investing / PE Exceptions / Other		(59)	3,211	-	
Total Legacy Portfolios / Cross Selling / Other		(59)	6,067	-	
Total Corporate Finance Product		12,765	106,585	(3)	

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FRANCHISE - PIPELINE BY DEAL
AS OF: 12-NOV-2002
EUROS IN 000'S
GLOBAL MEDIA

PRODUCT	DEAL	PROBABILITY	Nov	Dec	Jan	Feb	Balance Of Year 2003	Future Years	Franchise Revenue Total	Probability Weighted Pipeline
Total M&A	Acme Communications - general advisory (D006356)	25	-	-	-	-	1,599	-	1,599	400
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Shout (D010328)	75	-	899	-	-	-	-	999	749
	BC Partners - acqn of BertelsmannSpringer (Chess) / Chess (D024783)	0	-	-	5,000	-	-	-	5,000	-
	Blackstone/TH Lee etc - EXCLUSIVITY for HM / Versailles (ex-Homercom. (D025088)	0	-	-	3,986	-	-	-	3,986	-
	Boosey & Hawkes - divestiture advisory/defense & refinancing / Bronze (D015359)	25	-	2,000	-	-	-	-	2,000	500
	BusinessWire - general advisory (D005685)	25	-	-	-	-	5,395	-	5,395	1,349
	Deutsche Telekom - Sale options for 16% stake in SES (D011446)	0	-	-	-	-	8,000	-	6,000	750
	Digital - sell-side advisory (D025150)	25	-	-	-	-	3,000	-	3,000	750
	Digital - sell-side advisory (D025150)	100	-	-	-	-	100	-	100	100
	Echostar - acqn advisory and financing (GM - HE) (D014601)	25	-	-	-	7,493	-	-	7,493	1,873
	Electronic Arts - general advisory (VUE Games) (D025837)	0	-	-	-	-	4,996	-	4,996	-
	Ennis Communications - general advisory (Project Football) / Football (D026447)	25	-	-	-	-	14,487	-	14,487	3,022
	Fininvest - valuations (Focus) / Focus (ex-Simlasi) (D016068)	25	-	300	-	-	-	-	300	75
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus (D022235)	25	-	-	-	-	4,500	-	4,500	1,125
	Johnson Press - acqn & fin of SMC's publishing div (D025984)	0	-	-	-	-	800	-	800	-
Total Advisory	Pearson plc - strategic advisory re Interactive Data Corp (D025865)	0	-	-	-	-	4,996	-	4,996	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	25	-	-	-	-	5,000	-	5,000	1,250
	Reuters - strategic advisory re 53% stake in Tibco (D026052)	0	-	-	-	-	4,000	-	4,000	-
	TIM Brazil - Project Elitel/Phase 2 (sale) / Elitel - 2 (D024386)	0	-	-	-	-	999	-	999	-
	Vivendi Universal - disposal of US stakes (D025431)	0	-	-	-	-	18,682	-	19,982	-
	Vivendi Canal Plus - French assets M&A/ECM (ex-Technologies) / Canal+ (D025296)	25	-	-	-	-	10,000	-	10,000	2,500
	Young Broadcasting - general advisory (Korn Station) (D025504)	25	-	-	-	-	3,998	-	3,998	999
				3,299	8,996	7,493	89,849	-	109,638	15,292
				3,299	8,996	7,493	89,849	-	109,638	15,292
Total HYGM	Albion Communications - HY (D020406)	0	-	-	-	-	1,498	-	1,498	-
	Cariya/Welsh - acq fmg for Quest/Dex West(Phase II) / Phase 2 (D025662)	25	-	-	-	-	7,383	-	7,383	1,848
	DirectTV USA - bridge financing (1002) (D020076)	50	-	-	-	-	6,784	-	6,784	3,387
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	50	-	-	-	-	8,392	-	8,392	4,196
				-	-	-	24,078	-	24,078	9,442
	Cariya/Welsh - acq fmg for Quest/Dex West(Phase II) / Phase 2 (D025662)	25	-	-	5,895	-	-	-	5,895	1,488
	Cariya/Welsh - acq fmg for Quest/Dex East (Phase I) / Phase 1 (D023503)	25	2,997	-	-	-	-	-	2,997	749
	Comcast - acq fmg for AT&T Broadband (participant bank) (D020813)	50	-	1,768	-	-	-	-	1,768	899
	DirectTV USA - bridge financing (1002) (D020076)	50	-	18,783	-	-	-	-	18,783	9,392
	Echostar - acqn advisory and financing (GM - HE) (D014601)	50	-	34,569	-	-	-	-	34,569	17,284
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	75	-	3,996	-	-	-	-	3,996	2,997
	Sinclair Broadcasting - bank financing (3Q 02) (D021892)	0	-	2,997	-	-	-	-	2,997	-
	Taylor & Francis - acqn of Kluwer Academic Publishing (Kafka) / Kafka (D022841)	25	100	-	-	-	-	-	100	25
	Vivendi Universal Entertainment - Refinancing (D025555)	75	1,000	-	-	-	-	-	1,000	750
			4,097	62,144	5,895	-	-	-	72,236	33,885
Total Leverage Loan Fees										
Total Real Estate Advisory	Davis & Partners - Transmission Tower in Brooklyn (D020807)	0	-	-	-	-	999	-	999	-
Total Debt Products										
			4,097	62,144	5,895	-	25,077	-	97,313	43,037
Total HYGM	AOL Time Warner - convertible offering (3Q 02) (D024044)	0	-	-	-	-	9,991	-	9,991	-
	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabelle (D022450)	0	-	-	-	-	14,000	-	14,000	-
	BskyB - GBP 200 million convertible bond (D020286)	0	-	2,500	-	-	-	-	2,500	-
	Citadel Broadcasting - IPO (D023066)	0	-	2,997	-	-	-	-	2,997	-
	Salem Communications - secondary offering (3Q 02) (D024428)	0	-	1,248	-	-	-	-	1,248	-
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	50	-	-	-	-	8,000	-	8,000	4,000
	Texas Pacific Group - IPO (Hunter) / Hunter - (D022792)	0	-	-	-	-	10,000	-	10,000	-
	Vivendi Universal - disposal of US stakes (D025431)	25	-	-	9,991	-	-	-	9,991	2,495

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FRANCHISE - PIPELINE BY DFAL
AS OF: 12-NOV-2002
EUROS IN 000'S
GLOBAL MEDIA

PRODUCT	DEAL	PROBABILITY	Nov	Dec	Jan	Feb	Balance Of Year 2003	Future Years	Franchise Revenue Total	Probability Weighted Pipeline
Total Equity Underwriting			-	6,746	9,991	-	41,991	-	58,728	5,498
Total Equity			-	6,746	9,991	-	41,991	-	58,728	5,498
Total GM DCM JV	SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015006)	0	-	1,000	-	-	-	-	1,000	-
Total Legacy Portfolios / Cross Selling / Other			-	1,000	-	-	-	-	1,000	-
Total Corporate Finance Product			4,097	73,139	24,982	7,483	156,918	-	256,880	64,827

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FRANCHISE - REVENUE & PIPELINE BY MID & DIR
2002:11-12 (Tue)
EUROS IN 000'S
Global Media

BANKER	DEAL	PRODUCT	PROB	OCT FRANCHISE VALUE	YTD OCT FRANCHISE VALUE	NOV FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Amling, Jeffrey	Aurora Communications - general advisory (D012858)	Divestiture Advisory	N/A	-	-	-	-	-
	Citadel Broadcasting - IPO (D023066)	Equity-PO	0%	-	1,032	-	2,997	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	Equity-Secondary	N/A	-	5,134	-	-	-
	DirectTV USA - bridge financing (1Q02) (D020076)	Bonds-Corporate High Yield	50%	-	-	-	18,783	6,784
	DirectTV USA - bridge financing (1Q02) (D020076)	Senior Bank Debt	50%	-	-	-	-	-
	Echostar - General Advisory (Nivendi) (D016541)	Other M&A Advisory	N/A	-	8,586	-	-	-
	Echostar - HY offering (Hughes Electronics) (D016727)	Bonds-Corporate High Yield	25%	-	(538)	-	-	-
	Echostar - acqn advisory and financing (GM - HE) (D014601)	Acquisition Advisory	25%	-	(145)	-	-	7,453
	Echostar - acqn advisory and financing (GM - HE) (D014601)	Acquisition Advisory	25%	-	-	-	-	-
	Ennis Communications - Block Trade (2Q 02) (D021959)	Bridge Loans	50%	-	2,206	-	34,569	-
	Ennis Communications - general advisory (Project Football) / Football (D026447)	Block Trade	N/A	-	-	-	-	-
	Entertainment Communications - HY offering (1Q 02) (D020688)	Acquisition Advisory	25%	-	1,152	-	-	14,487
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015958)	Equity-Secondary	N/A	-	4,553	-	-	-
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015958)	Bonds-Corporate High Yield	N/A	-	5,480	-	-	-
	MediaNation - HK\$445.6mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	Senior Bank Debt	N/A	-	5,960	-	-	-
	Radio One - HY offering (2Q 01) (D012201)	Equity-PO	N/A	-	(4,721)	-	-	-
	Radio One - Secondary Offering (2Q 02) (D021891)	Bonds-Corporate High Yield	N/A	-	917	-	-	-
	SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D016996)	Equity-Secondary	0%	-	-	-	1,000	-
	Sindair Broadcast Group - \$125mm add-on - Q4 02 (D026013)	Bonds-Corporate High Yield	N/A	-	243	-	-	-
	Sindair Broadcasting - HY offering (4Q 01) (D016235)	Bonds-Corporate High Yield	N/A	-	1,206	-	-	-
	Sindair Broadcasting - bank financing (3Q 02) (D021892)	Senior Bank Debt	0%	-	-	-	2,997	-
	SuperRadio - general advisory (D000577)	Divestiture Advisory	N/A	-	297	-	-	-
	Viacom - IG offering (3Q 02) (D025675)	Bonds-Corp. Investment Grade	75%	-	857	-	-	-
	Vivendi Universal Entertainment - Refinancing (D025558)	Bridge Loans	N/A	-	-	-	1,000	-
	Vivendi Universal Entertainment - Refinancing (D025558)	Bridge Loans	75%	-	1,125	-	-	-
	Wendy Digital - Private Placement (Q2 02) (D013707)	Private Placement-Equity	N/A	-	743	-	-	-
Austin, Geoffrey	BC Partners - acq of Bertelsmann/Springer (Chem) / Chess " (D024783)	Acquisition Advisory	0%	-	-	-	-	5,000
	Blackstone/TH Lee etc - EXCLUSIVITY for HM / Versailles (ex-Homerom, (D025086)	Acquisition Advisory	0%	-	-	-	-	3,996
	Gazprom - sale of Gazprom Media to Spunik Group (Astra) / Astra " (D013840)	Valuation	N/A	-	2,387	-	-	-
	Johnston Press - Acq advisory for RIM / Pacific (D014213)	Acquisition Advisory	N/A	-	2,188	-	-	-
	Johnston Press - acq & fin of SMG's publishing div (D025984)	Corporate Brokerage - Advisory	0%	-	-	-	-	800
	Johnston Press - rights issue for acq of RIM (D022644)	Equity-Rights	N/A	-	1,649	-	-	-
	Johnston Press - €680mm debt financing for RIM acquisition / Jupiter - (D014834)	Senior Bank Debt	25%	-	1,980	-	100	-
	Taylor & Francis - acq of Kluwer Academic Publishing (Kafka) / Kafka (D022841)	Senior Bank Debt	25%	-	-	-	-	9,991
	Vivendi Universal - disposal of US stakes (D025431)	Block Trade	0%	-	-	-	-	19,982
	Vivendi Universal - disposal of US stakes (D025431)	Divestiture Advisory	0%	-	-	-	-	10,000
	Vivendi Canal Plus French assets M&A/ECM (ex. Technologies) / Canlabl (D025296)	Divestiture Advisory	25%	-	-	-	-	-
	Yell - US\$40mm financing for acq of Molead Publishing (D020465)	Senior Bank Debt	25%	-	282	-	-	-
Caley, Charles	Aurora Communications - general advisory (D012858)	Divestiture Advisory	N/A	-	1,032	-	-	-
	Caryle/Welsh - acq frog for West Dex West(Phase II) / Phase 2 (D025662)	Bonds-Corporate High Yield	25%	-	-	-	-	7,303
	Caryle/Welsh - acq frog for West Dex West(Phase II) / Phase 2 (D025662)	Senior Bank Debt	25%	-	-	-	-	5,995
	Caryle/Welsh - acq frog for West Dex East(Phase I) / Phase 1 (D023503)	Bonds-Corporate High Yield	N/A	-	4,769	(3)	-	-
	Caryle/Welsh - acq frog for West Dex East(Phase I) / Phase 1 (D023503)	Senior Bank Debt	25%	-	-	-	2,997	-
	Citadel Broadcasting - IPO (D023066)	Equity-PO	0%	-	-	-	2,997	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	Equity-Secondary	N/A	-	5,134	-	-	-
	Ennis Communications - general advisory (Project Football) / Football (D026447)	Acquisition Advisory	25%	-	-	-	-	14,487
	Entertainment Communications - HY offering (1Q 02) (D020688)	Bonds-Corporate High Yield	N/A	-	1,152	-	-	-
	Leap Frog Enterprises - IPO financing (1Q 02) (D021892)	Equity-Secondary	N/A	-	4,553	-	-	-
	MediaNation - HK\$445.6mm IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	Equity-PO	N/A	-	688	-	-	-
	NextMedia Group - HY offering (2Q 01) (D013233)	Equity-PO	N/A	-	(4,721)	-	-	-
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	Bonds-Corporate High Yield	50%	-	(89)	-	-	-
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	Senior Bank Debt	75%	-	-	-	3,996	8,392
	Radio One - Secondary Offering (2Q 02) (D021881)	Equity-Secondary	N/A	-	917	-	-	-
	Sindair Broadcasting - HY offering (4Q 01) (D016235)	Bonds-Corporate High Yield	N/A	-	1,206	-	-	-
	Sindair Broadcasting - HY offering (1Q 02) (D021370)	Bonds-Corporate High Yield	N/A	-	636	-	-	-
	Sindair Broadcasting - bank financing (3Q 02) (D021892)	Senior Bank Debt	0%	-	-	-	2,997	-
	SuperRadio - general advisory (D000577)	Divestiture Advisory	N/A	-	297	-	-	-
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FRANCHISE - REVENUE & PIPELINE BY MD & DIR

2002-11-12 (Tue)

EUROS IN 000'S

Global Media

BANKER	DEAL	PRODUCT	PROB	OCT FRANCHISE VALUE	YTD OCT FRANCHISE VALUE	NOV FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
	Viacom - IG offering (3Q 02) (D025676)	Bonds-Corp. Investment Grade	N/A	-	687	-	-	-
Graves, Daniel B.	Adephia Communications - HY Offering (2Q 01) (D013200)	Bonds-Corporate High Yield	N/A	-	88	-	-	-
	Albion Communications - General Advisory (News Ch 8) (D020888)	Fairness Opinion	N/A	-	111	-	-	-
	Albion Communications - HY (D020408)	Bonds-Corporate High Yield	0%	-	-	-	-	1,489
	Gray Television - HY offering (4Q 02) (D025884)	Bonds-Corporate High Yield	0%	-	386	-	-	-
	Gray Television - bank/equity financing (4Q 02) (D022657)	Equity-Secondary	N/A	5,272	5,272	-	-	-
	Gray Television - bank/equity financing (4Q 02) (D022657)	Senior Bank Debt	N/A	1,297	1,297	-	-	-
	Landmark Communications - general advisory/Refinancing (2001-02) (D014724)	Other M&A Advisory	N/A	203	-	-	1,249	-
	Salem Communications - secondary offering (3Q 02) (D024428)	Equity-Secondary	0%	-	-	-	-	-
	Tribune Co. - general advisory (radio assets) (D002234)	Divestiture Advisory	N/A	-	1,086	-	-	-
	XM Satellite Radio - secondary offering (2Q 02) (D022418)	Equity-Secondary	N/A	-	761	-	-	-
	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480)	Equity-Secondary	0%	-	-	-	-	14,000
	BC Partners - acqn of BertelsmannSpringer (Cheats) (D024783)	Acquisition Advisory	0%	-	-	-	-	5,000
	Bertelsmann - Project Rock / Rock... (D014619)	Equity-Convertible Bonds	0%	-	-	-	2,500	-
	Bertelsmann - USD 1.450 bn syndicated loan facility - Jan02 (D023640)	Acquisition Advisory	N/A	-	2,010	-	-	-
	Blackstone/TH Lee etc - EXCLUSIVITY for HM / Versailles (ex-Homercom), (D025086)	Short Term Finance	N/A	-	4,191	-	-	-
	Boosey & Hawkes - divestiture advisory/defense & refinancing / Bronze (D015359)	Acquisition Advisory	0%	-	-	-	-	3,996
	Deutsche Telekom - Sale options for 18% stake in SES (D011448)	Divestiture Advisory	25%	-	-	-	2,000	-
Lovegrove, Stephen	Digitalurk - sell-side advisory (D025150)	Divestiture Advisory	100%	-	-	-	-	6,000
	Digitalurk - sell-side advisory (D025150)	Divestiture Advisory	25%	-	-	-	-	3,000
	Electronic Arts - general advisory (VUE Games) (D025837)	Divestiture Advisory	25%	-	-	-	-	4,996
	Impressa/Cofina - pot merger of Impressa w/ Investec (Ice Cube) / Ice cube (D015714)	Acquisition Advisory	N/A	24	88	-	-	-
	JCDecaux - IPO (Project Fox) / Fox (D004897)	Equity-IPO	N/A	-	(1,829)	-	-	-
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus (D022235)	Acquisition Advisory	25%	-	-	-	-	4,500
	JCDecaux - strategic advisory - Project Daedalus / Daedalus (D022235)	Acquisition Advisory	0%	-	30	-	-	4,996
	Pearson plc - strategic advisory re Interactive Data Corp (D025865)	Acquisition Advisory	0%	-	-	-	-	5,000
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	Defense Advisory	23%	-	-	-	-	4,000
	Reuters - strategic advisory re 53% stake in Tibco (D025052)	Divestiture Advisory	0%	-	-	-	1,000	-
	SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015986)	Bonds-Eurobonds	50%	-	-	-	-	8,000
	SES Global - 6700-1bn IPO - Project Gerard2 / Gerard2 (D013335)	Equity-IPO	0%	-	151	-	-	-
	TPI - EUR 350mm refinancing - July 2002 (D022100)	Senior Bank Debt	N/A	-	110	-	-	-
	Vivendi Universal - disposal of US stakes (D025431)	Acquisition Advisory	25%	-	-	-	-	9,991
	Vivendi Universal - disposal of US stakes M&A/ECM (ex.Technologies) / Canabill (D025296)	Divestiture Advisory	25%	-	-	-	-	19,992
	Vivendi - Canal Plus French assets M&A/ECM (ex.Technologies) / Canabill (D025296)	Divestiture Advisory	25%	-	-	-	-	10,000
Lovell, Nicholas	Electronic Arts - general advisory (VUE Games) (D025837)	Acquisition Advisory	0%	-	-	-	-	4,996
	Impressa/Cofina - pot merger of Impressa w/ Investec (Ice Cube) / Ice cube (D013714)	Merger Advisory	N/A	24	88	-	-	-
	Pearson plc - strategic advisory re Interactive Data Corp (D025865)	Acquisition Advisory	0%	-	-	-	-	4,996
	Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D018091)	Equity-Convertible Bonds	N/A	109	3,747	-	-	-
	Vivendi Universal - disposal of US stakes (D025431)	Block Trade	25%	-	-	-	-	9,991
	Vivendi Universal - disposal of US stakes M&A/ECM (ex.Technologies) / Canabill (D025296)	Divestiture Advisory	25%	-	-	-	-	19,992
	Bertelsmann - Project Rock / Rock... (D014619)	Divestiture Advisory	N/A	-	2,010	-	-	-
	Digitalurk - sell-side advisory (D025150)	Divestiture Advisory	100%	-	-	-	-	100
	Digitalurk - sell-side advisory (D025150)	Divestiture Advisory	25%	-	-	-	-	3,000
	Finninvest - valuations (Focus) / Focus (ex-Slirfast) (D018089)	Fairness Opinion	25%	-	-	-	300	-
	Finninvest - valuations (Focus) / Focus (ex-Slirfast) (D018089)	Valuation	N/A	-	250	-	-	-
	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	Bonds-Corporate High Yield	N/A	-	2,367	-	-	-
	ProSieben - HY and debt refinancing (D022609)	Senior Bank Debt	N/A	-	5,333	-	-	-
	ProSieben - HY and debt refinancing (D022609)	Merger Advisory	N/A	-	1,712	-	-	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	Defense Advisory	25%	-	750	-	-	5,000
	SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015986)	Bonds-Eurobonds	50%	-	-	-	1,000	-
Morris, J. L.	StoryFirst - valuation of Russian assets (D025060)	Valuation	N/A	-	352	-	-	-
	Texas Pacific Group - IPO (Hunter) / Hunter * (D022792)	Equity-IPO	0%	-	-	-	-	10,000
	AOL Time Warner - convertible offering (3Q 02) (D024044)	Equity-Convertible Bonds	0%	-	-	-	-	Global Media (as at 12 Nov 02) 9,991

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FRANCHISE - REVENUE & PIPELINE BY MD & DIR
2002-10-12 (Tue)
EUROS IN 000'S
GlobalMedia.

BANKER	DEAL	PRODUCT	PROB	OCT FRANCHISE VALUE	YTD OCT FRANCHISE VALUE	NOV FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE 999
Paul, Gregory R.	David & Partners - Transmission Tower in Brooklyn (D020807)	Real Estate Advisory	0%	-	-	-	-	-
	Hughes/PanAmSat - Project Pelican/Tristar financing (D02/Pelican 1 (D015959))	Bonds-Corporate High Yield	N/A	-	5,480	-	-	-
	Hughes/PanAmSat - Project Pelican/Tristar financing (D02/Pelican 1 (D015959))	Senior Bank Debt	N/A	-	5,960	-	-	-
	SpectraStar Holdings - Fairness Opinion (D022702)	Fairness Opinion	N/A	-	533	-	-	-
	TM Brazil - Project Eifel/Phase 1 (strategic alliance) / Eifel - 1 (D014121)	Other M&A Advisory	N/A	-	1,578	-	-	999
	TM Brazil - Project Eifel/Phase 2 (sale) / Eifel - 2 (D024386)	Divestiture Advisory	0%	-	-	-	-	-
	TV Globo - Project Waves / Waves ... (D013628)	Divestiture Advisory	N/A	-	89	-	-	-
	AMC Entertainment - acq financing for General Cinema (D013398)	Bonds-Corporate High Yield	N/A	-	462	-	-	-
	Acme Communications - general advisory (D003356)	Divestiture Advisory	25%	-	-	-	-	1,599
	Galaxy Latin America - HY bond offering (1Q 01) (D002033)	Bonds-Corporate High Yield	N/A	-	1,505	-	-	-
Silver, Ellen L.	Kerasotes Theaters - Bank Financing (3Q 02) (D021255)	Senior Bank Debt	N/A	659	859	-	-	-
	LIN Television - IPO (D020127)	Equity IPO	N/A	-	10,033	-	-	-
	Loews Cineplex Entertainment - ext financing (1Q 02) (D016576)	Senior Bank Debt	N/A	-	1,930	-	-	-
	Young Broadcasting - HY offering (4Q 01) (D014961)	Bonds-Corporate High Yield	N/A	-	527	-	-	-
	Young Broadcasting - general advisory (Kcon Station) (D025304)	Divestiture Advisory	25%	-	-	-	-	3,996
	Kerasotes Theaters - Bank Financing (3Q 02) (D021255)	Senior Bank Debt	N/A	659	859	-	-	-
	Loews Cineplex Entertainment - ext financing (1Q 02) (D016576)	Senior Bank Debt	N/A	-	1,930	-	-	-
	Young Broadcasting - HY offering (4Q 01) (D014961)	Bonds-Corporate High Yield	N/A	-	527	-	-	-
	Bertelsmann - Project Rock / Rock... (D014619)	Acquisition Advisory	N/A	-	2,010	-	-	-
	Deutsche Telekom - Sale options for 16% stake in SES (D011448)	Short Term Finance	N/A	-	4,191	-	-	-
Thun-Hohenstein, Christian	Fininvest - valuations (Focus)/Focus (ex-Simlax) (D016069)	Divestiture Advisory	0%	-	-	-	-	6,000
	Fininvest - valuations (Focus)/Focus (ex-Simlax) (D016069)	Fairness Opinion	25%	-	-	-	300	-
	Fininvest - valuations (Focus)/Focus (ex-Simlax) (D016069)	Fairness Opinion	N/A	-	250	-	-	-
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Shout (D010328)	Divestiture Advisory	75%	-	-	-	999	-
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Shout (D010328)	Divestiture Advisory	N/A	-	2,563	-	-	-
	BusinessWire - general advisory (D005685)	Divestiture Advisory	25%	-	-	-	-	5,365
	Concast - acq fmg for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50%	-	-	-	1,798	-
	Digital River - block trade (4Q 01) (D016304)	Equity-Secondary	N/A	-	85	-	-	-
	Liberty Media - Acq opportunities in Europe (D016262)	Acquisition Advisory	N/A	-	244	-	-	-
	TMP Worldwide - Project University / University 1 (D013407)	Acquisition Advisory	N/A	-	3,408	-	-	-
Triffo, Dyan	USA Interactive - bond repurchase (4Q 02) (D025381)	Bonds-Corp. Investment Grade	75%	-	-	-	470	-
	Vivendi Universal - disposal of US stakes (D025431)	Block Trade	25%	-	-	-	-	-
	Vivendi Universal - disposal of US stakes (D025431)	Divestiture Advisory	0%	-	-	-	-	-
	Walt Disney - \$450mm - IG Bond (D024828)	Bonds-Corp. Investment Grade	N/A	-	86	-	-	-
	Concast - acq fmg for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50%	-	-	-	1,798	-
	ikon Office Solutions - convertible offering (2Q 02) (D020657)	Equity-Convertible Bonds	N/A	-	5,025	-	-	-
	Pinney Bowes - IG offering (3Q 02) (D026114)	Bonds-Corp. Investment Grade	N/A	-	845	-	-	-
	SONICblue - equity private placement (2Q 02) (D021165)	Private Placement-Equity	N/A	-	160	-	-	-
	Scientific Atlanta - acquisition of Barco/Project Baseball / Baseball (D013401)	Acquisition Advisory	N/A	-	1,524	-	-	-
	Scientific Atlanta - acquisition of Barco/Project Baseball / Baseball (D013401)	Acquisition Advisory	N/A	-	-	-	-	-
Yung, Sun J.	Concast - acq fmg for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50%	-	-	-	1,798	-
	ikon Office Solutions - convertible offering (2Q 02) (D020657)	Equity-Convertible Bonds	N/A	-	5,025	-	-	-

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FRANCHISE - REVENUE & PIPELINE SUMMARY
AS OF 12 NOV 2002
EUROS IN 000'S
NA MEDIA (1)

PRODUCT	Oct Franchise Revenue	YTD(Oct) Franchise Revenue	Prior YTD Franchise Revenue	BIW PRIOR YTD Franchise Revenue	Nov Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Balance Of Current Year Weighted Pipeline	2002 Full Year Forecast	2002 Full Year Plan	BIW 2002 Full Year Plan	Future Year Pipeline(2)	Future Year Pipeline Probability Weighted(2)
M&A	297	21,307	10,500	10,807	-	969	749	22,056	25,650	(3,594)	53,951	8,243
Other Advisory	-	-	-	-	-	-	-	-	-	-	-	-
Total Advisory	297	21,307	10,500	10,807	-	969	749	22,056	25,650	(3,594)	53,951	8,243
ABL Origination	5,012	15,701	10,324	5,377	(3)	-	-	-	7,330	8,369	24,078	9,442
HYCM	1,956	10,972	885	10,087	-	66,141	32,072	15,899	7,330	35,713	5,995	1,499
Leverage Loan Fees	-	-	-	-	-	-	-	43,043	-	-	-	-
Project Finance	-	-	-	-	-	-	-	-	-	-	-	-
Leveraged Portfolio Revenue	-	-	-	-	-	-	-	-	-	-	-	-
Real Estate Investment Banking	-	-	-	-	-	-	-	-	-	-	-	-
Total Debt Products	6,968	26,673	11,209	15,464	(3)	66,141	32,072	58,742	14,660	44,082	31,072	10,940
Equity Underwriting	5,317	30,249	18,857	11,382	-	4,246	-	30,249	-	30,249	19,982	2,498
Private Placement-Equity	-	908	84	824	-	-	-	908	-	908	-	-
Structured Equity Transactions Group	-	-	-	-	-	-	-	-	-	-	-	-
Total Equity	5,317	31,157	18,941	12,216	-	4,246	-	31,157	25,650	6,507	19,982	2,498
Capital Benefit / Treasury Allocation	-	-	-	-	-	-	-	-	-	-	-	-
Other Global Markets	-	-	-	-	-	-	-	-	-	-	-	-
GM DCM JV	-	2,856	7,194	(4,338)	-	1,000	-	2,856	-	2,856	-	-
Legacy PF / Telecom / LA Portfolio - NIM	-	-	2,683	(2,683)	-	-	-	-	-	-	-	-
Principal Investing / PE Exceptions / Other	(59)	(379)	(849)	(130)	-	-	-	(979)	7,330	(979)	-	-
Total Legacy Portfolios / Cross Selling / Other	(59)	1,877	9,028	(7,151)	-	1,000	-	1,877	-	(5,463)	-	-
Total Corporate Finance Product	12,523	81,014	45,576	31,358	(3)	72,387	32,821	113,832	73,200	40,642	105,005	21,680

Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
 2) Balance of Pipeline includes all future years

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FRANCHISE - REVENUE BY DEAL
AS OF: 12-NOV-2002
EUROS IN 000'S
NA MEDIA

PRODUCT	DEAL	Franchise Revenue Oct	Franchise Revenue YTD(Oct)	Franchise Revenue Nov	Other Coverage Groups
	Albritton Communications - General Advisory (News Ch 8) (D020686)	-	111	-	NA Lev Fin
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	-	2,863	-	EUR TELE, NA TELE
	Aurora Communications - general advisory (D012658)	-	1,032	-	None
	EchoStar - acqn advisory and financing (GM - HE) (D014601)	-	(145)	-	NA Lev Fin
	EchoStar - General Advisory (Vivendi) (D016541)	-	8,888	-	None
	Landmark Communications - general advisory(Retainer 2001-02) (D014724)	-	203	-	None
	Liberty Media - Acqn opportunities in Europe (D016262)	-	244	-	EUR SPON, EUR TELE
	Scientific Atlanta - acquisition of Barconet-Project Baseball / Baseball (D013401)	-	1,524	-	EUR TECH
	Spectrasite Holdings - Fairness Opinion (SBC) (D022702)	-	533	-	NA FIN SPO
	SuperRadio - general advisory (D000577)	297	297	-	None
	TIM Brazil - Project Eifel/Phase 1 (strategic alliance) / Eifel - 1. (D014121)	-	1,578	-	EUR TELE, ITALY, LA
	TMP Worldwide - Project University / University 1 (D013407)	-	3,408	-	None
	Tribune Co - general advisory (radio assets) (D002234)	-	1,086	-	None
	TV Globo - Project Waves / Waves ... (D013628)	-	89	-	LA
Total M&A		297	21,307	-	
Total Advisory		297	21,307	-	
	Adelphia Communications - HY Offering (2Q 01) (D013200)	-	68	-	NA TELE
	AMC Entertainment - acq financing for General Cinema (D013398)	-	482	-	NA FIN SPO
	Cardyle/Welsh - acq Inq for Qwest Dex East (Phase 1) / Phase 1 (D023503)	4,769	4,769	(3)	NA FIN SPO, NA Lev Fin
	EchoStar - HY offering (Hughes Electronics) (D016727)	-	(538)	-	NA Lev Fin
	Entertainment Communications - HY offering (1Q 02) (D020688)	-	1,152	-	NA Lev Fin
	Galaxy Latin America - HY bond offering (1Q 01) (D002033)	-	1,505	-	LA
	Gray Television - HY offering (4Q 02) (D025884)	-	386	-	NA Lev Fin
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	-	5,480	-	NA FIN SPO, NA Lev Fin
	NextMedia Group - HY offering (2Q 01) (D013233)	-	(89)	-	None
	Radio One - HY offering (2Q 01) (D012201)	-	(6)	-	None
	Sinclair Broadcast Group - \$125mm add-on - Q4 02 (D026013)	243	243	-	None
	Sinclair Broadcasting - HY offering (1Q 02) (D021370)	-	536	-	None
	Sinclair Broadcasting - HY Offering (4Q 01) (D016235)	-	1,206	-	None
	Young Broadcasting - HY Offering (4Q 01) (D014961)	-	527	-	None
Total HYCM		5,012	16,701	(3)	
	Gray Television - bank/equity financing (4Q 02) (D022657)	1,297	1,297	-	NA Lev Fin
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	-	5,960	-	NA FIN SPO, NA Lev Fin
	Kerasotes Theaters - Bank Financing (3Q 02) (D021255)	659	659	-	None
	Loews Cineplex Entertainment - exit financing (1Q 02) (D018578)	-	1,930	-	NA FIN SPO, NA Lev Fin
	Vivendi Universal Entertainment - Refinancing (D025558)	-	1,125	-	EUR SPON
Total Leverage Loan Fees		1,956	10,972	-	
Total Debt Products		5,968	26,673	(3)	
	Cumulus Media - secondary offering (2Q 02) (D022916)	-	5,134	-	None
	Digital River - block trade (4Q 01) (D016304)	-	85	-	None
	Emmis Communications - Block Trade (2Q 02) (D021959)	-	2,206	-	None

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FRANCHISE - REVENUE BY DEAL
AS OF: 12-NOV-2002
EUROS IN 000'S
NA MEDIA

PRODUCT	DEAL	Franchise Revenue Oct	Franchise Revenue YTD(Oct)	Franchise Revenue Nov	Other Coverage Groups
	Entercom Communications - secondary offering (1Q 02) (D020128)	-	4,553	-	None
	Gray Television - bank/equity financing (4Q 02) (D022657)	5,272	5,272	-	NA Lev Fin
	Ikon Office Solutions - convertible offering (2Q 02) (D020657)	-	5,025	-	None
	Internet Capital Group - IPO (D990806)	-	286	-	EUR TECH, NA CON
	Leap Frog Enterprises - IPO financing (D016309)	45	688	-	NA CON, NA FIN SPO
	LIN Television - IPO (D020127)	-	10,033	-	NA FIN SPO
	MediaNation - HK\$445.6mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000484)	-	(4,721)	-	CHINA, NA FIN SPO, ASIA SPON
	Radio One - Secondary Offering (2Q 02) (D021881)	-	917	-	None
	XM Satellite Radio - secondary offering (2Q 02) (D022418)	-	761	-	NA FIN SPO
Total Equity Underwriting		5,317	30,249	-	
	IBeam Broadcasting-Warrant Income Realized/Unrealized (M1590)	-	(0)	-	None
	IBeam mtn (M1574)	-	(1)	-	None
	iBiquity Digital - Private Placement (Q2 02) (D013707)	-	749	-	NA P PLMT
	SONICblue - equity private placement (2Q 02) (D021165)	-	160	-	NA P PLMT
Total Private Placement-Equity		-	908	-	
Total Equity		5,317	31,157	-	
	AOL Time Warner inc. - IG Bond (M3404)	-	141	-	None
	Plirey Bowes - IG offering (3Q 02) (D026114)	-	845	-	None
	Scholastic Corp - IG offering (1Q 02) (D020146)	-	133	-	None
	Viacom - IG offering (3Q 02) (D025676)	-	657	-	None
	Walt Disney - \$450mm - IG Bond (D024828)	-	86	-	None
	Walt Disney - IG Bond (M3182)	-	995	-	None
Total GM DCM JV		-	2,856	-	
	Comcast Cable - Strategic Lending Contract (M2222)	-	(355)	-	None
	Infinity Broadcasting - Strategic Lending Contract (M2221)	(59)	(624)	-	None
Total Principal Investing / PE Exceptions / Other		(59)	(979)	-	
Total Legacy Portfolios / Cross Selling / Other		(59)	1,877	-	
Total Corporate Finance Product		12,523	81,014	(3)	

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FRANCHISE - PIPELINE BY DEAL
A3 OF: 12-NOV-2002
EUROS IN 000S
NA MEDIA

PRODUCT	DEAL	PROBABILITY	Nov	Dec	Jan	Feb	Balance Of Year 2003	Future Years	Franchise Revenue Total	Probability Weighted Pipeline
Total M&A	Acme Communications - general advisory (D006365)	26	-	-	-	-	1,500	-	1,599	400
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	75	-	999	-	-	-	-	999	749
	BusinessVibe - general advisory (D005665)	25	-	-	-	-	5,395	-	5,395	1,349
	Echosar - acqn advisory and financing (GM - HE) (D014801)	25	-	-	-	7,493	-	-	7,493	1,873
	Ermis Communications - general advisory (Project Football) / Football (D026447)	25	-	-	-	-	14,487	-	14,487	3,622
Total Advisory	TIM Brazil - Project EifelPhase 2 (sale) / Eifel - 2 (D024388)	0	-	-	-	-	999	-	999	-
	Vivendi Universal - disposal of US stakes (D025431)	0	-	-	-	-	19,982	-	19,982	-
	Young Broadcasting - general advisory (Kron Station) (D025304)	25	-	-	-	-	3,996	-	3,996	999
							48,458		54,951	8,992
							48,458		54,951	8,992
Total HYCM	Allbritton Communications - HY (D020406)	0	-	-	-	-	1,498	-	1,498	-
	Carlyle/Welsh - acq fmg for Qwest Dex West(Phase II) / Phase 2 (D026662)	25	-	-	-	-	7,393	-	7,393	1,848
	DirectTV USA - bridge financing (1Q02) (D020076)	50	-	-	-	-	6,794	-	6,794	3,387
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	50	-	-	-	-	8,382	-	8,382	4,195
							24,078		24,078	9,442
Total Leverage Loan Fees	Carlyle/Welsh - acq fmg for Qwest Dex West(Phase II) / Phase 2 (D025662)	25	-	-	5,995	-	-	-	5,995	1,499
	Carlyle/Welsh - acq fmg for Qwest Dex East (Phase I) / Phase I (D023503)	25	2,997	-	-	-	-	-	2,997	748
	Comcast - acq fmg for AT&T Broadband (participant bank) (D020813)	50	-	1,798	-	-	-	-	1,798	898
	DirectTV USA - bridge financing (1Q02) (D020076)	50	-	16,783	-	-	-	-	16,783	9,382
	Echosar - acqn advisory and financing (GM - HE) (D014801)	50	-	34,568	-	-	-	-	34,568	17,264
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	75	-	3,996	-	-	-	-	3,996	2,997
	Sinclair Broadcasting - bank financing (3Q 02) (D021892)	0	-	2,997	-	-	-	-	2,997	-
	Vivendi Universal Entertainment - Refinancing (D025559)	75	1,000	-	-	-	-	-	1,000	750
			3,997	82,144	5,995	-	-	-	72,136	33,570
									999	-
Total Real Estate Advisory	Davis & Partners - Transmission Tower in Brooklyn (D020807)	0	-	-	-	-	999	-	999	-
							999		999	-
Total Debt Products			3,997	82,144	5,995	-	25,077	-	97,213	43,012
Total Equity Underwriting	AOL Time Warner - convertible offering (3Q 02) (D024044)	0	-	-	-	-	9,991	-	9,991	-
	Citadel Broadcasting - IPO (D023066)	0	-	2,997	-	-	-	-	2,997	-
	Salem Communications - secondary offering (3Q 02) (D024428)	0	-	1,249	-	-	-	-	1,249	-
	Vivendi Universal - disposal of US stakes (D025431)	25	-	-	9,991	-	-	-	9,991	2,498
Total Equity				4,246	9,991	-	9,991	-	24,228	2,498
									24,228	2,498
Total GM DCM JV	SES Global - Debt financing re GE Americom - Protect Gerard / Gerard3 (D015996)	0	-	1,000	-	-	-	-	1,000	-
				1,000	-	-	-	-	1,000	-
Total Legacy Portfolios / Cross Selling / Other				1,000	-	-	-	-	1,000	-
Total Corporate Finance Product			3,997	85,389	15,986	7,493	81,627	-	177,392	54,502

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FRANCHISE - REVENUE & PIPELINE BY MD & DIR
2002-11-12 (Tue)
EUROS IN 000'S
NA Media

BANKER	DEAL	PROB	OCT FRANCHISE VALUE	YTD OCT FRANCHISE VALUE	NOV FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Amling, Jeffrey	Aurora Communications - general advisory (D012658)	N/A	-	1,032	-	2,997	-
	Citadel Broadcasting - IPO (D023066)	0%	-	-	-	-	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	N/A	-	5,134	-	-	6,784
	DirectTV USA - bridge financing (1Q 02) (D020078)	50%	-	-	-	18,783	-
	DirectTV USA - bridge financing (1Q 02) (D020078)	50%	-	-	-	-	-
	EchoStar - General Advisory (Vivendi) (D016544)	N/A	-	8,686	-	-	-
	EchoStar - HY offering (Hughes Electronics) (D016727)	N/A	-	(538)	-	-	-
	EchoStar - acq advisory and financing (GM - HE) (D014601)	25%	-	(145)	-	-	1,483
	EchoStar - acq advisory and financing (GM - HE) (D014601)	N/A	-	-	-	-	-
	EchoStar - acq advisory and financing (GM - HE) (D014601)	50%	-	-	-	34,509	-
	Emmis Communications - Black Trade (2Q 02) (D021959)	N/A	-	2,206	-	-	-
	Emmis Communications - general advisory (Project Football) / Football (D026447)	25%	-	-	-	-	14,487
	Entercom Communications - secondary offering (1Q 02) (D020688)	N/A	-	1,152	-	-	-
	Entercom Communications - secondary offering (1Q 02) (D020688)	N/A	-	4,563	-	-	-
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	N/A	-	5,460	-	-	-
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	N/A	-	5,960	-	-	-
	MediaNation - HK\$445.8mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	N/A	-	(4,721)	-	-	-
	Radio One - HY offering (2Q 01) (D012201)	N/A	-	(6)	-	-	-
	Radio One - Secondary Offering (2Q 02) (D021881)	N/A	-	917	-	1,000	-
	SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015996)	0%	-	-	-	-	-
	Sinclair Broadcasting - HY offering (4Q 01) (D016235)	N/A	243	243	-	-	-
	Sinclair Broadcasting - HY offering (4Q 01) (D016235)	0%	-	1,206	-	2,907	-
	Sinclair Broadcasting - bank financing (3Q 02) (D021892)	N/A	297	297	-	-	-
	SuperRadio - general advisory (D000577)	N/A	-	657	-	-	-
	Viacom - IG offering (3Q 02) (D025976)	75%	-	-	-	1,000	-
	Vivendi Universal Entertainment - Refinancing (D025558)	N/A	-	1,125	-	-	-
	Vivendi Universal Entertainment - Refinancing (D025558)	N/A	-	749	-	-	-
	Vivendi Digital - Private Placement (2Q 02) (D013707)	N/A	-	-	-	-	-
Carey, Charles	Aurora Communications - general advisory (D012658)	N/A	-	1,032	-	-	7,393
	Cumulus Media - secondary offering (2Q 02) (D022916)	25%	-	-	-	-	5,985
	Cumulus Media - secondary offering (2Q 02) (D022916)	25%	-	-	(3)	-	-
	DirectTV USA - bridge financing (1Q 02) (D020078)	N/A	4,789	4,789	-	2,997	-
	DirectTV USA - bridge financing (1Q 02) (D020078)	25%	-	-	-	2,997	-
	EchoStar - General Advisory (Vivendi) (D016544)	0%	-	-	-	-	-
	EchoStar - HY offering (Hughes Electronics) (D016727)	N/A	-	5,134	-	-	14,487
	EchoStar - acq advisory and financing (GM - HE) (D014601)	25%	-	-	-	-	-
	EchoStar - acq advisory and financing (GM - HE) (D014601)	N/A	-	1,152	-	-	-
	EchoStar - acq advisory and financing (GM - HE) (D014601)	N/A	45	45	-	-	-
	Emmis Communications - Black Trade (2Q 02) (D021959)	N/A	-	(89)	-	-	-
	Emmis Communications - general advisory (Project Football) / Football (D026447)	50%	-	-	-	3,995	8,392
	Entercom Communications - secondary offering (1Q 02) (D020688)	N/A	-	917	-	-	-
	Entercom Communications - secondary offering (1Q 02) (D020688)	N/A	-	1,206	-	-	-
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	N/A	-	536	-	-	-
	Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	0%	-	-	-	2,997	-
	MediaNation - HK\$445.8mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	N/A	297	297	-	-	-
	Radio One - HY offering (2Q 01) (D012201)	N/A	-	657	-	-	-
	Radio One - Secondary Offering (2Q 02) (D021881)	N/A	-	-	-	-	-
	SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015996)	N/A	-	68	-	-	-
Graves, Daniel B.	Sinclair Broadcasting - HY offering (4Q 01) (D016235)	N/A	-	111	-	-	1,499
	Sinclair Broadcasting - bank financing (3Q 02) (D021892)	0%	-	-	-	-	-
	SuperRadio - general advisory (D000577)	N/A	-	386	-	-	-
	Viacom - IG offering (3Q 02) (D025976)	N/A	5,272	5,272	-	-	-
	Vivendi Universal Entertainment - Refinancing (D025558)	N/A	1,297	1,297	-	-	-
	Vivendi Universal Entertainment - Refinancing (D025558)	N/A	-	203	-	-	-
	Vivendi Digital - Private Placement (2Q 02) (D013707)	0%	-	-	-	-	-
	Aurora Communications - general advisory (D012658)	N/A	-	1,096	-	-	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	N/A	-	-	-	-	-
	Cumulus Media - secondary offering (2Q 02) (D022916)	N/A	-	-	-	-	-
	DirectTV USA - bridge financing (1Q 02) (D020078)	N/A	-	-	-	-	-
	DirectTV USA - bridge financing (1Q 02) (D020078)	N/A	-	-	-	-	-

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FRANCHISE - REVENUE & PIPELINE BY MD & DIR
2002-11-12 (Tues)
EUROS IN 000'S
NA Media

BANKER	DEAL	PRODUCT	PROB	OCT FRANCHISE VALUE	YTD OCT FRANCHISE VALUE	NOV FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Morris, J L Malcolm	XM Satellite Radio - secondary offering (2Q 02) (D022418)	Equity-Secondary	N/A	-	761	-	-	-
	AOL Time Warner - convertible offering (3Q 02) (D024044)	Equity-Convertible Bonds	0%	-	-	-	-	9,991
	Davis & Partners - Transmission Tower in Brooklyn (D020807)	Real Estate Advisory	0%	-	-	-	-	999
	HughesPandaSat - Project PandaSat financing (2Q 02) / Pelican 1 (D015556)	Bonds-Corporate High Yield	N/A	-	5,480	-	-	-
	HughesPandaSat - Project Pelican/interim financing (2Q 02) / Pelican 1 (D015556)	Senior Bank Debt	N/A	-	5,980	-	-	-
	SpectraStar Holdings - Fairness Opinion (SBC) (D022702)	Fairness Opinion	N/A	-	533	-	-	-
	Tim Brazil - Project Eifel/Phase 1 (strategic alliance) / Eifel - 1 (D014121)	Other M&A Advisory	N/A	-	1,578	-	-	999
	TV Globo - Project Eifel/Phase 2 (sale) / Eifel - 2 (D024366)	Divestiture Advisory	0%	-	-	-	-	-
	TV Globo - Project Waves / Waves ... (D013628)	Divestiture Advisory	N/A	-	89	-	-	-
Paul, Gregory R.	AMC Entertainment - acq financing for General Cinema (D013398)	Bonds-Corporate High Yield	N/A	-	482	-	-	-
	Acme Communications - general advisory (D006396)	Divestiture Advisory	25%	-	-	-	-	1,569
	Galaxy Latin America - HY bond offering (1Q 01) (D020203)	Bonds-Corporate High Yield	N/A	-	1,505	-	-	-
	Kerascoles Theaters - Bank Financing (3Q 02) (D021255)	Senior Bank Debt	N/A	659	859	-	-	-
	LIN Television - IPO (D020127)	Equity-IPO	N/A	-	10,033	-	-	-
	Loews Cineplex Entertainment - ext financing (1Q 02) (D016576)	Senior Bank Debt	N/A	-	1,930	-	-	-
	Young Broadcasting - HY Offering (4Q 01) (D014981)	Bonds-Corporate High Yield	N/A	-	527	-	-	-
	Young Broadcasting - general advisory (Kron Station) (D025304)	Divestiture Advisory	25%	-	-	-	-	3,996
Silver, Ellen L.	Kerascoles Theaters - Bank Financing (3Q 02) (D021255)	Senior Bank Debt	N/A	659	659	-	-	-
	Loews Cineplex Entertainment - ext financing (1Q 02) (D016576)	Senior Bank Debt	N/A	-	1,930	-	-	-
	Young Broadcasting - HY Offering (4Q 01) (D014981)	Bonds-Corporate High Yield	N/A	-	527	-	-	-
Triffo, Dyan	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	75%	-	2,663	-	999	-
	BusinessWire - general advisory (D005685)	Divestiture Advisory	25%	-	-	-	-	5,366
	Comcast - acq fmg for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50%	-	-	-	1,786	-
	Digital River - block trade (4Q 01) (D016304)	Equity-Secondary	N/A	-	85	-	-	-
	Liberty Media - Acq opportunities in Europe (D018262)	Acquisition Advisory	N/A	-	244	-	-	-
	TMP Worldwide - Project University / University 1 (D013407)	Acquisition Advisory	N/A	-	3,408	-	-	-
	USA Interactive - bond repurchase (4Q 02) (D026391)	Bonds-Corp. Investment Grade	75%	-	-	-	420	-
	Vivendi Universal - disposal of US stakes (D025431)	Block Trade	25%	-	-	-	-	9,991
	Walt Disney - disposal of US stakes (D025431)	Divestiture Advisory	0%	-	-	-	-	19,962
	Walt Disney - \$450mm - IG Bond (D024628)	Bonds-Corp. Investment Grade	N/A	-	86	-	-	-
Yung, Sun J.	Comcast - acq fmg for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	50%	-	-	-	1,786	-
	Icon Office Solutions - convertible offering (2Q 02) (D020857)	Equity-Convertible Bonds	N/A	-	5,025	-	-	-
	Pinney Bowes - IG offering (3Q 02) (D026114)	Bonds-Corp. Investment Grade	N/A	-	845	-	-	-
	SONICblue - equity private placement (2Q 02) (D021165)	Private Placement-Equity	N/A	-	180	-	-	-
	Scientific Atlanta - acquisition of Barconet-Project Baseball / Baseball (D013401)	Acquisition Advisory	N/A	-	1,524	-	-	-

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FRANCHISE - REVENUE & PIPELINE SUMMARY
AS OF 12-NOV-2002
EUROS IN '000'S
EUROPE MEDIA (1)

PRODUCT	Oct Franchise Revenue	YTD(Oct) Franchise Revenue	Prior YTD Franchise Revenue	BW PRIOR YTD Franchise Revenue	Nov Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	End Of Cur Year Probability Weighted Pipeline	2002 Full Year Forecast	2002 Full Year Plan	BW 2002 Full Year Plan	Future Year Pipeline(2)	Future Year Pipeline Probability Weighted(2)
M&A	134	8,144	11,840	(3,696)	-	2,300	575	8,719	28,920	(20,201)	72,369	5,725
Other Advisory	134	8,144	11,840	(3,696)	-	2,300	575	8,719	28,920	(20,201)	72,369	5,725
Total Advisory	-	-	-	-	-	-	-	-	-	-	-	-
ABL Origination	-	5,333	2,492	2,841	-	-	-	-	8,265	(2,932)	-	-
HYCM	-	4,136	11,231	(7,095)	-	100	25	4,161	8,260	(4,086)	-	-
Leverage Loan Fees	-	-	-	-	-	-	-	-	-	-	-	-
Project Finance	-	-	-	-	-	-	-	-	-	-	-	-
Leveraged Portfolio Revenue	-	-	-	-	-	-	-	-	-	-	-	-
Real Estate Investment Banking	-	-	-	-	-	-	-	-	-	-	-	-
Total Debt Products	-	9,469	13,722	(4,254)	-	100	25	9,494	16,525	(7,031)	-	-
Equity Underwriting	106	3,768	20,974	(17,206)	-	2,500	-	3,768	-	3,768	41,981	6,498
Private Placement-Equity	-	-	-	-	-	-	-	-	-	-	-	-
Structured Equity Transactions Group	-	-	-	-	-	-	-	-	-	-	-	-
Total Equity	106	3,768	20,974	(17,206)	-	2,500	-	3,768	28,920	(25,152)	41,981	6,498
Capital Benefit / Treasury Allocation	-	-	-	-	-	-	-	-	-	-	-	-
Other Global Markets	-	-	-	-	-	-	-	-	-	-	-	-
GM DCM JV	-	-	15,705	(15,705)	-	1,000	-	-	-	-	-	-
Legacy PF / Telecom / LA Portfolio - NIM	-	-	-	-	-	-	-	-	-	-	-	-
Principal Investing / PE Exceptions / Other	-	4,191	15,705	(11,514)	-	1,000	-	4,191	8,285	(4,074)	-	-
Total Legacy Portfolios / Cross Selling / Other	-	4,191	15,705	(11,514)	-	1,000	-	4,191	-	-	-	-
Total Corporate Finance Product	243	25,872	62,241	(38,670)	-	5,900	600	28,172	82,630	(56,458)	114,360	12,223

Notes:

- 1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
- 2) Balance of Pipeline includes all future years

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FRANCHISE - REVENUE BY DEAL
AS OF: 12-NOV-2002
EUROS IN 000'S
EUROPE MEDIA

PRODUCT	DEAL	Franchise Revenue Oct	Franchise Revenue YTD(Oct)	Franchise Revenue Nov	Other Coverage Groups
	Bertelsmann - Project Rock / Rock... (D014619)	-	2,010	-	None
	Fininvest - valuations (Focus) / Focus (ex-Slimfast) (D016069)	-	250	-	ITALY
	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840)	-	2,367	-	EUR TECH, Rus. & Turk.
	Impresa/Cofina - pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714)	24	89	-	Oh. Eur., PORTUGAL
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus, (D022235)	-	30	-	EUR TECH, FRANCE
	Johnston Press - Acqn advisory for RIM / Pacific (D014213)	-	2,188	-	UK
	ProSieben - merger advisory with Kirch Media (Pjt Concordia) / Concord (D014982)	-	750	-	EUR TECH
	StoryFirst - valuation of Russian assets (D025060)	-	352	-	None
	TPJ - Project Zamora (Latin American Acquisitions) / Zamora.. (D993871)	110	110	-	IBERIA
Total M&A		134	8,144	-	
Total Advisory		134	8,144	-	
Total HYCM	ProSieben - HY and debt refinancing (D022609)	-	5,333	-	EUR SPON
		-	5,333	-	
	Johnston Press - £680mm debt financing for RIM acquisition / Jupiter.- (D014834)	-	1,980	-	EUR SPON, UK
	ProSieben - HY and debt refinancing (D022609)	-	1,712	-	EUR SPON, GERMANY
	TF1 - EUR 350mm refinancing - July 2002 (D022100)	-	151	-	None
	Yell - US\$40mm financing for acqn of Mcleod Publishing (D020485)	-	292	-	EUR SPON
Total Leverage Loan Fees		-	4,136	-	
Total Debt Products		-	9,469	-	
	JCDecaux - IPO (project Fox) / Fox (D004897)	-	(1,629)	-	None
	Johnston Press - rights issue for acqn of RIM (D022644)	-	1,849	-	UK
	Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091)	109	3,747	-	FRANCE
Total Equity Underwriting		109	3,768	-	
Total Equity		109	3,768	-	
Total Principal Investing / PE Exceptions / Other	Bertelsmann - USD 1,450 bn syndicated loan facility - Jan02 (D023640)	-	4,191	-	None
		-	4,191	-	
Total Legacy Portfolios / Cross Selling / Other		-	4,191	-	
Total Corporate Finance Product		243	25,572	-	

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FRANCHISE - PIPELINE BY DEAL
AS OF: 12-NOV-2002
EUROG IN 000's
EUROPE MEDIA

PRODUCT	DEAL	PROBABILITY	Nov	Dec	Jan	Feb	Balance Of Year 2003	Future Years	Franchise Revenue Total	Probability Weighted Pipeline
Total M&A	BC Partners - acqn of BartelsmannSpringer (Chess) / Chess ** (D024783)	0	-	-	5,000	-	-	-	5,000	-
	Blackstone/TH Lee etc. EXCLUSIVITY for HM / Versailles (ex-Homeroom, (D025086)	0	-	-	3,986	-	-	-	3,986	-
	Booster & Hawkes - divestiture advisory/finance & refinancing / Bronze (D015359)	25	-	2,000	-	-	-	-	2,000	500
	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	0	-	-	-	-	6,000	-	6,000	-
	Digiturk - sell-side advisory (D025150)	25	-	-	-	-	3,000	-	3,000	750
	Digiturk - sell-side advisory (D025150)	100	-	-	-	-	100	-	100	100
	Electronic Arts - general advisory (VUE Games) (D025937)	0	-	-	-	-	4,986	-	4,986	-
	Finnvest - valuations (Focus) / Focus (ex-Simfast) (D015069)	25	-	300	-	-	-	-	300	75
	JCDetoux - acquisition advisory - Project Daedalus / Daedalus. (D022235)	25	-	-	-	-	4,500	-	4,500	1,125
	Johnson Press - acqn & fin of SMG's publishing div (D025884)	0	-	-	-	-	800	-	800	-
Total Advisory	Pearson plc - strategic advisory re Interactive Data Corp (D025885)	0	-	-	-	-	4,996	-	4,996	-
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	25	-	-	-	-	5,000	-	5,000	1,250
	Reuters - strategic advisory re 53% stake in Tibco (D026052)	0	-	-	-	-	4,000	-	4,000	-
	Vivendi Universal - disposal of US stakes (D025431)	0	-	-	-	-	19,982	-	19,982	-
	Vivendi - Canal Plus French assets M&A/ECM (ex-Technologies) / Cantalil (D025286)	25	-	-	-	-	10,000	-	10,000	2,500
				2,300	9,991	-	63,373	-	74,669	6,300
				2,300	9,991	-	63,373	-	74,669	6,300
				-	-	-	-	-	-	-
				-	-	-	-	-	-	-
				-	-	-	-	-	-	-
Total Debt Products	Taylor & Francis - acqn of Kluwer Academic Publishing (Kafka) / Kafka (D022841)	25	100	-	-	-	-	-	100	25
			100	-	-	-	-	-	100	25
			100	-	-	-	-	-	100	25
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
Total Equity Underwriting	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480)	0	-	-	-	-	14,000	-	14,000	-
	BSkyB - GBP 200 million convertible bond (D020286)	0	-	2,500	-	-	-	-	2,500	-
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	50	-	-	-	-	8,000	-	8,000	4,000
	Texas Pacific Group - IPO (Hunter) / Hunter - (D022782)	0	-	-	-	-	10,000	-	10,000	-
	Vivendi Universal - disposal of US stakes (D025431)	25	-	-	9,991	-	-	-	9,991	2,498
			-	2,500	9,991	-	32,000	-	44,491	6,498
			-	2,500	9,991	-	32,000	-	44,491	6,498
			-	2,500	9,991	-	32,000	-	44,491	6,498
			-	1,000	-	-	-	-	1,000	-
			-	1,000	-	-	-	-	1,000	-
Total GM DC&M JV	SES Global - Debt financing re OE Americom - Project Gerard / Gerard3 (D015996)	0	-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
Total Legacy Portfolios / Cross Selling / Other			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
Total Corporate Finance Product			100	5,800	18,987	-	95,373	-	120,280	12,823
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-
			-	-	-	-	-	-	-	-

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FRANCHISE - REVENUE & PIPELINE BY MD & DIR
2002-11-12 (Tue)
EUROS IN DDYS
Europe Media

	DEAL	PRODUCT	PROB	OCT FRANCHISE VALUE	YTD OCT FRANCHISE VALUE	NOV FRANCHISE VALUE	2002 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
BANKER Austin, Geoffrey	BC Partners - acqn of BertelsmannSpringer (Ches) / Ches ~ (D024783)	Acquisition Advisory	0%	-	-	-	-	5,000
	Blackstone/TH Lee etc - EXCLUSIVITY for HM / Versailles (ex-Homeroom, (D025086))	Acquisition Advisory	0%	-	2,367	-	-	3,996
	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra ~ (D013840)	Valuation	N/A	-	2,188	-	-	-
	Johnston Press - acqn advisory for RIM / Pacific, (D014213)	Acquisition Advisory	N/A	-	-	-	-	-
	Johnston Press - acqn & fin of SMG's publishing div (D025884)	Corporate Brokerage - Advisory	0%	-	-	-	-	800
	Johnston Press - rights issue for acqn of RIM (D022644)	Equity-Rights	N/A	-	1,645	-	-	-
	Johnston Press - £680mm debt financing for RIM acquisition/ Jupiter ~ (D014834)	Senior Bank Debt	N/A	-	1,980	-	-	-
	Taylor & Francis - acqn of Kluwer Academic Publishing (Kafka) / Kafka (D022841)	Block Trade	25%	-	-	-	100	-
	Vivendi Universal - disposal of US stakes (D025431)	Divestiture Advisory	25%	-	-	-	-	9,991
	Vivendi Universal - disposal of US stakes (D025431)	Divestiture Advisory	0%	-	-	-	-	19,982
	Vivendi Canal Plus French assets M&A/ECM (ex-Technologies) / Cantabli (D025296)	Senior Bank Debt	25%	-	-	-	-	10,000
	Yell - US\$400mm financing for acqn of Midco Publishing (D020465)	Senior Bank Debt	N/A	-	202	-	-	-
Lovegrove, Stephen	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022490)	Equity-Secondary	0%	-	-	-	-	14,000
	BSkyB - GBP 200 million convertible bond (D020286)	Equity-Convertible Bonds	0%	-	-	-	2,500	5,000
	Bertelsmann - Project Rock / Rock.. (D024783)	Acquisition Advisory	0%	-	2,010	-	-	-
	Bertelsmann - USD 1.450 bn syndicated loan facility - Jan02 (D023640)	Short Term Finance	N/A	-	4,191	-	-	-
	Blackstone/TH Lee etc - EXCLUSIVITY for HM / Versailles (ex-Homeroom, (D025086))	Acquisition Advisory	0%	-	-	-	-	3,996
	Boosey & Hawkes - divestiture advisory/defence & refinancing / Bronze (D015359)	Divestiture Advisory	25%	-	-	-	2,000	-
	Deutsche Telekom - Sale options for 16% stake in SES (D011448)	Divestiture Advisory	100%	-	-	-	-	6,000
	Digitalurk - sell-side advisory (D025150)	Divestiture Advisory	100%	-	-	-	-	100
	Digitalurk - sell-side advisory (D025150)	Divestiture Advisory	25%	-	-	-	-	3,000
	Electronic Arts - general advisory (VUE Games) (D025637)	Acquisition Advisory	0%	-	89	-	-	4,996
	Impressa/Cofina - pot merger of Impressa w/ Investec (Ice Cube) / Ice Cub (D015714)	Merger Advisory	0%	-	-	-	-	-
	JCDecaux - IPO (Project Fox) / Fox (D004897)	Equity-IPO	N/A	-	(1,629)	-	-	-
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus, (D022235)	Acquisition Advisory	25%	-	-	-	-	4,500
	JCDecaux - acquisition advisory - Project Daedalus / Daedalus, (D022235)	Acquisition Advisory	25%	-	30	-	-	-
	Pearson plc - strategic advisory re interactive Data Corp (D022565)	Acquisition Advisory	0%	-	-	-	-	4,996
	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	Divestiture Advisory	25%	-	-	-	-	5,000
	Reuters - strategic advisory re 53% stake in Tiscu (D026052)	Divestiture Advisory	0%	-	-	-	1,000	4,000
	SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015996)	Bonds-Eurobonds	0%	-	-	-	-	8,000
	SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013636)	Equity-IPO	50%	-	-	-	-	-
	TF1 - EUR 350mm refinancing - July 2002 (D022100)	Senior Bank Debt	N/A	-	151	-	-	-
Lovell, Nicholas	TPI - Project Zamora (Latin American Acquisitions) / Zamora.. (D093871)	Acquisition Advisory	N/A	-	110	-	-	-
	Vivendi Universal - disposal of US stakes (D025431)	Block Trade	25%	-	-	-	-	9,881
	Vivendi Universal - disposal of US stakes (D025431)	Divestiture Advisory	0%	-	-	-	-	19,982
	Vivendi Canal Plus French assets M&A/ECM (ex-Technologies) / Cantabli (D025296)	Divestiture Advisory	25%	-	-	-	-	10,000
	Electronic Arts - general advisory (VUE Games) (D025637)	Acquisition Advisory	0%	-	-	-	-	4,996
	Impressa/Cofina - pot merger of Impressa w/ Investec (Ice Cube) / Ice Cub (D015714)	Merger Advisory	N/A	-	89	-	-	-
	Pearson plc - strategic advisory re interactive Data Corp (D022565)	Acquisition Advisory	0%	-	-	-	-	4,598
	Publicis Groupe SA - convertible bond Q1 2002(King) / King ~ (D018061)	Equity-Convertible Bonds	N/A	-	3,747	-	-	-
	Vivendi Universal - disposal of US stakes (D025431)	Block Trade	25%	-	-	-	-	9,891
	Vivendi Universal - disposal of US stakes (D025431)	Divestiture Advisory	0%	-	-	-	-	19,982
	Vivendi Canal Plus French assets M&A/ECM (ex-Technologies) / Cantabli (D025296)	Divestiture Advisory	25%	-	-	-	-	10,000
	Bertelsmann - Project Rock / Rock.. (D014619)	Acquisition Advisory	N/A	-	2,010	-	-	-
	Digitalurk - sell-side advisory (D025150)	Divestiture Advisory	100%	-	-	-	-	100
	Digitalurk - sell-side advisory (D025150)	Divestiture Advisory	25%	-	-	-	-	3,000
	Fininvest - valuations (Focus) / Focus (ex-Slimfast) (D016085)	Fairness Opinion	25%	-	-	-	300	-
	Fininvest - valuations (Focus) / Focus (ex-Slimfast) (D016085)	Fairness Opinion	N/A	-	250	-	-	-
	Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra ~ (D013840)	Valuation	N/A	-	2,367	-	-	-
	ProSieben - HY and debt refinancing (D022609)	Bonds-Corporate High Yield	N/A	-	1,712	-	-	-
	ProSieben - merger advisory with Kirch Media (Pit Concordia) / Concord (D014982)	Senior Bank Debt	N/A	-	750	-	-	-
MacInnes, Bruce	ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	Merger Advisory	N/A	-	-	-	-	-
	SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015996)	Divestiture Advisory	25%	-	-	-	-	5,000
	Storyfirst - valuation of Russian assets (D025060)	Bonds-Eurobonds	0%	-	-	-	1,000	-
	Texas Pacific Group - IPO (Hunter) / Hunter ~ (D022792)	Valuation	N/A	-	352	-	-	-
	Bertelsmann - Project Rock / Rock.. (D014619)	Equity-IPO	0%	-	-	-	-	10,000
	Bertelsmann - Project Rock / Rock.. (D014619)	Acquisition Advisory	N/A	-	2,010	-	-	-
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Thun-Hofmann, Stephan

FRANCHISE - REVENUE & PIPELINE BY MD & DIR

2002-11-12 (Tue)

EUROS IN 000'S

Europe Media

BANKER	DEAL	PRODUCT	PROB	OCT FRANCHISE		YTD OCT		NOV FRANCHISE		2003 FRANCHISE		FRANCHISE	
				VALUE	PIPELINE	VALUE	PIPELINE	VALUE	PIPELINE	VALUE	PIPELINE	FUTURE	PIPELINE
	Bertelsmann - USD 1450 bn syndicated loan facility - Jan02 (D023640)	Short Term Finance	N/A	-	-	4,191	-	-	-	-	-	6,000	-
	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	Divestiture Advisory	0%	-	-	-	-	-	-	-	300	-	-
	Fininvest - valuations (Focus) / Focus (ex-Slimfast) (D018069)	Fairness Opinion	25%	-	-	-	-	-	-	-	-	-	-
	Fininvest - valuations (Focus) / Focus (ex-Slimfast) (D016068)	Fairness Opinion	N/A	-	-	260	-	-	-	-	-	-	-

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